

## Message Text

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PAGE 01 PRAGUE 03555 171502Z  
ACTION FSI-03

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FM AMEMBASSY PRAGUE  
TO SECSTATE WASHDC 1685  
INFO USDOC WASHDC

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E.O. 11652: N/A  
TAGS: AFSI, APER, BEXP, CZ  
SUBJECT: FSI: COMMERCIAL LOCALS U.S. TRAINING PROGRAM

REFS: (A) STATE 293289, (B) PRAGUE 2991

1. SUMMERY: EMBASSY NOMINATES FSL-1 JIRI FRANTAL FOR SIX-WEEK TRAINING PROGRAM (PARA 1, REF A) IN UNITED STATES BEGINNING MARCH 7. AS NOTED REF B, EMBASSY BELIEVES FRANTAL TO BE IDEAL CANDIDATE FOR TRAINING PROGRAM IN U.S. SINCE HE HAS EXHIBITED SUPERIOR QUALITIES AS SENIOR COMMERCIAL SPECIALIST AND HAS DEMONSTRATED HIS CAPACITY TO DEVELOP HIS USEFULNESS THROUGH TRAINING.

2. FOR ALMOST A DECADE, FRANTAL HAS EARNED PRAISE AND RESPECT AS MAIN POINT OF CONTACT BETWEEN EMBASSY AND CZECHOSLOVAK BUSINESS AND INDUSTRIAL COMMUNITY. WITH ASSISTANCE OF ONE CZECHOSLOVAK LOCAL EMPLOYEE, HE RECOMMENDS APPROPRIATE CALLS AND ARRANGES APPOINTMENTS FOR BUSINESS AND OFFICIAL VISITORS (AS WELL AS EMBASSY STAFF). THE TASK OF MAKING APPOINTMENTS INCLUDES DIFFICULT JOB OF KNOWING OR FINDING OUT PROPER CZECHOSLOVAK OFFICIAL TO CONTACT, WHICH IS OFTEN MOST DIFFICULT AND FRUSTRATING IN THIS CLOSED SOCIETY. HE IS PRIME MOVER IN MAKING LOCAL ARRANGEMENTS FOR USDOC-SPONSORED EVENTS SUCH AS TECHNICAL SALES SEMINARS, BUSINESS DEVELOPMENT OFFICES, AND MAJOR EXHIBITS (MOST NOTABLY ANNUAL USATECH EXHIBIT AT BRNO). HE FREQUENTLY MUST WORK ON  
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HIS OWN INITIATIVE WITH A MINIMUM OF SUPERVISION.

3. HIS KNOWLEDGE OF CZECHOSLOVAK BUSINESS, BUREAU-CRATIC AND INDUSTRIAL STRUCTURE IS OF CRUCIAL IMPORTANCE BOTH TO EMBASSY PERSONNEL AND VISITING AMERICAN BUSINESSMEN. HIS TALENTS ARE PARTICULARLY

REMARKED UPON BY U.S. BUSINESSMEN SINCE, DUE TO EMBASSY'S PHYSICAL LAYOUT, HE IS FREQUENTLY FIRST CONTACT FOR BUSINESS VISITORS. U.S. TRAINING WOULD ENABLE FRANTAL TO GAIN BETTER UNDERSTANDING OF AMERICAN ECONOMIC STRUCTURE WHICH WOULD PROVIDE BENEFITS IN TERMS OF HIS CONTACTS WITH BOTH AMERICAN BUSINESSMEN AND HIS CZECHOSLOVAK COUNTERPARTS, WHO OFTEN CALL UPON HIM DIRECTLY FOR ADVICE IN DOING BUSINESS WITH THE U.S.

4. FRANTAL ENTERED U.S. GOVERNMENT SERVICE MAY 3, 1965, AS INTERPRETER/TRANSLATOR AT EMBASSY. THOUGH HE HAS BEEN COMMERCIAL SPECIALIST SINCE 1968, HE CONTINUES TO ASSIST IN PREPARATION OF DAILY PRESS TRANSLATION, AND IS PRIMARY TRANSLATOR FOR ECONOMIC/COMMERCIAL SECTION. HIS COMMAND OF ENGLISH IS OUTSTANDING (PROBABLY FOUR PLUS IN SPEAKING AND READING ON FSI SCALE), AND HE WILL ENCOUNTER NO LANGUAGE PROBLEMS SHOULD HE BE SELECTED FOR TRAINING.

5. JIRI FRANTAL (NO MIDDLE NAME) WAS BORN APRIL 8, 1936, IN PRAGUE. AT 40, HE STILL HAS MOST PRODUCTIVE YEARS AHEAD AND IS CONTINUALLY STRIVING TO INCREASE HIS OWN POTENTIAL. HE RECEIVED COMMERCIAL DIPLOMA FROM HIGH SCHOOL IN PRAGUE, BUT SINCE HIS TRAINING HAS BEEN EXCLUSIVELY IN MARXIST ECONOMICS, HE IS CURRENTLY ENROLLED, ON HIS OWN INITIATIVE, IN THE PRINCIPLES OF ECONOMICS CORRESPONDENCE COURSE OFFIERED THROUGH FSI BY UNIVERSITY OF WISCONSIN EXTENSION. IN 1971 HE ATTENDED ONE-WEEK TRAINING COURSE IN VIENNA FOR FSL COMMERCIAL EMPLOYEES, UNCLASSIFIED

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AND IN 1972 COMPLETED COMMERCIAL OPERATIONS CORRESPONDENCE COURSE.

6. EMBASSY BELIEVES PROGRAM FOR FRANTAL SHOULD INCLUDE INDUSTRIES WHICH FIGURE PROMINENTLY IN CZECHOSLOVAK FIVE-YEAR PLAN AND EMBASSY'S COMMERCIAL ACTION PROGRAM. THESE INCLUDE, BUT ARE NOT RESTRICTED TO, CHEMICAL/PETROCHEMICAL INDUSTRY, TEXTILE EQUIPMENT AND TECHNOLOGY, MINING EQUIPMENT AND TECHNOLOGY, AND FOOD PRICESSING AND PACKAGING. WITH THESE INDUSTRIES IN MIND, EMBASSY WOULD SUGGEST FOLLOWING DISTRICT OFFICES AS APPROPRIATE FOR MAKING CONTACT IN RECOMMENDED INDUSTRIES: HOUSTON, GREENSBOTO OR COLUMBIA, PITTSBURGH, AND MINNEAPOLIS. EMBASSY ALSO BELIEVES IT IMPORTANT THAT FRANTAL BE GIVEN AS WIDE A VIEW AS POSSIBLE OF UNITED STATES AND THUS URGES THAT ONE WEST COAST DISTRICT OFFICE BE INCLUDED IN ITINERARY.

7. AIR TRANSPORTATION TO WASHINGTON MARCH 5  
WILL NECESSITATE USE OF FOREIGN CARRIER FOR PRAGUE/FRANKFURT  
PORTION OF TRIP.

8. AS MENTIONED REF B, EMBASSY CANNOT GUARANTEE CZECHO-  
SLOVAK GOVERNMENT WILL GRANT EXIT PERMIT. WE ANTICIPATE NO  
PROBLEM, HOWEVER. IF FRANTAL IS SELECTED, EMBASSY WOULD  
APPRECIATE NOTIFICATION AS SOON AS POSSIBLE SO THAT APPLICATION  
FOR EXIT VISA MAY BE SUBMITTED SOONEST.  
BYRNE

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